



July 15, 2005

Cristine Vogel, Commissioner  
State of Connecticut  
Office of Health Care Access  
410 Capitol Avenue, MS #13HCA  
P.O. Box 340308  
Hartford, CT 06134-0308

2005 JUL 18 PM 1:23  
CONNECTICUT OFFICE OF  
HEALTH CARE ACCESS

RE: Letter of Intent for Replacement of Five Analog Film Mammography  
Machines with Digital Mammography Units at Lawrence & Memorial  
Hospital

Dear Commissioner Vogel:

Attached is a Letter of Intent and five copies for the replacement of five analog film mammography machines with digital mammography units at Lawrence & Memorial Hospital.

We are looking forward to working with your staff in the Certificate of Need process.

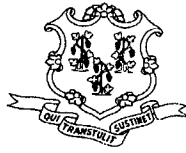
Please let me know if you have any questions or need additional information.

Sincerely,

A handwritten signature in cursive script that reads "Cynthia B. Kane".

Cynthia B. Kane  
Executive Vice President and  
Chief Operating Officer

Enc:



**State of Connecticut  
Office of Health Care Access  
Letter of Intent/Waiver Form  
Form 2030**

2005 JUL 19 PM 1:25  
OFFICE OF HEALTH CARE ACCESS

All Applicants must complete a Letter of Intent (LOI) form prior to submitting a Certificate of Need application, pursuant to Sections 19a-638 and 19a-639 of the Connecticut General Statutes and Section 19a-643-79 of OHCA's Regulations. Please submit this form to the Commissioner of the Office of Health Care Access, 410 Capitol Avenue, MS# 13HCA, P.O. Box 340308, Hartford, Connecticut 06134-0308.

**SECTION I. APPLICANT INFORMATION**

If there are more than two Applicants, please attach a separate sheet of paper and provide additional information in the format below.

	Applicant One	Applicant Two
Full legal name	Lawrence & Memorial Hospital	
Doing Business As	N/A	
Name of Parent Corporation	Lawrence & Memorial Corporation	
Mailing Address, if Post Office Box, include a street mailing address for Certified Mail	365 Montauk Avenue New London, CT 06320	
Applicant type (e.g., profit/non-profit)	Non-profit	
Contact person, including title or position	Cynthia B. Kane Executive Vice President & Chief Operating Officer	
Contact person's street mailing address	365 Montauk Avenue New London, CT 06320	
Contact person's phone #, fax # and e-mail address	(860) 442-0711 ext. 2071 FAX (860) 444-3741 CKane@LMHosp.Chime. Org	

## SECTION II. GENERAL APPLICATION INFORMATION

a. Proposal/Project Title:

Proposal to replace five analog film mammography machines with digital mammography units at Lawrence & Memorial Hospital.

b. Type of Proposal, please check all that apply:

☐ Change in Facility (F), Service (S) or Function (Fnc) pursuant to Section 19a-638, C.G.S.:

☐ New (F, S, Fnc) ☐ Replacement ☐ Additional (F, S, Fnc)

☐ Expansion (F, S, Fnc) ☐ Relocation ☐ Service Termination

☐ Bed Addition ☐ Bed Reduction ☐ Change in Ownership/Control

☒ Capital Expenditure/Cost, pursuant to Section 19a-639, C.G.S.:

☒ Project expenditure/cost cost greater than \$ 1,000,000

☐ Equipment Acquisition greater than \$ 400,000

☐ New ☐ Replacement ☐ Major Medical

☐ Imaging ☐ Linear Accelerator

☐ Change in ownership or control, pursuant to Section 19a-639 C.G.S., resulting in a capital expenditure over \$1,000,000

c. Location of proposal (Town including street address):

Two analog machines will be replaced at Lawrence & Memorial Hospital's main campus at 365 Montauk Avenue, New London, CT; two analog units will be replaced at the satellite Pequot Health Center, 52 Hazelnut Hill Road, Groton; and one analog unit will be replaced at the satellite Flanders Health Center, 339 Flanders Road, East Lyme, CT.

d. List all the municipalities this project is intended to serve:

The primary service area consists of the towns of East Lyme, Groton, Ledyard, Lyme, Montville, new London, North Stonington, Old Lyme, Stonington and Waterford. The Connecticut secondary service area consists of the towns of Bozrah, Colchester, Franklin, Griswold, Lisbon, Norwich, Old Saybrook, Preston, Salem and Voluntown. The Rhode Island secondary market service area consists of the towns of Westerly and Hopkinton.

e. Estimated starting date for the project: January, 2006

f. Type of project: 22 (Fill in the appropriate number(s) from page 7 of this form)

**Number of Beds (to be completed if changes are proposed)**

Type	Existing Staffed	Existing Licensed	Proposed Increase (Decrease)	Proposed Total Licensed

**SECTION III. ESTIMATED CAPITAL EXPENDITURE INFORMATION**

a. Estimated Total Capital Expenditure: \$2,233,880

b. Please provide the following breakdown as appropriate:

Construction/Renovations	\$
Medical Equipment (Purchase)	
Imaging Equipment (Purchase)	2,233,880
Non-Medical Equipment (Purchase)	
Sales Tax	
Delivery & Installation	
<b>Total Capital Expenditure</b>	<b>\$2,233,880</b>
Fair Market Value of Leased Equipment	
<b>Total Capital Cost</b>	<b>\$2,233,880</b>

**Major Medical and/or Imaging equipment acquisition:**

Equipment Type	Name	Model	Number of Units	Cost per unit
Digital Mammography	Selenia		5	\$315,000
Printer	Fuji Film	WDYP1X	1	\$ 43,880

Note: Provide a copy of the contract with the vendor for major medical/imaging equipment.

See attached quotes.

c. Type of financing or funding source (more than one can be checked):

- ☒ Applicant's Equity
 ☐ Lease Financing
 ☐ Conventional Loan  
☐ Charitable Contributions
 ☐ CHEFA Financing
 ☐ Grant Funding  
☐ Funded Depreciation
 ☐ Other (specify): \_\_\_\_\_

**SECTION IV. PROJECT DESCRIPTION**

Please attach a separate 8.5" X 11" sheet(s) of paper and provide no more than a 2 page description of the proposed project, highlighting all the important aspects of the proposed project. Please be sure to address the following (if applicable):

- Currently what types of services are being provided? If applicable, provide a copy of each Department of Public Health license held by the Petitioner.
- What types of services are being proposed and what DPH licensure categories will be sought, if applicable?
- Who is the current population served and who is the target population to be served?
- Identify any unmet need and how this project will fulfill that need.
- Are there any similar existing service providers in the proposed geographic area?
- What is the effect of this project on the health care delivery system in the State of Connecticut?
- Who will be responsible for providing the service?
- Who are the payers of this service?

**If requesting a Waiver of a Certificate of Need, please complete Section V.**

**SECTION V. WAIVER OF CON FOR REPLACEMENT EQUIPMENT**

I may be eligible for a waiver from the Certificate of Need process because of the following:  
(Please check all that apply)

- ☐ This request is for Replacement Equipment.
  - ☐ The original equipment was authorized by the Commission/OHCA in Docket Number: \_\_\_\_\_
  - ☐ The cost of the equipment is not to exceed \$2,000,000.
  - ☐ The cost of the replacement equipment does not exceed the original cost increased by 10% per year.

Please complete the attached affidavit for Section V only.

**AFFIDAVIT**

Applicant: Lawrence & Memorial Hospital

Project Title: Acquisition of Digital Mammography Technology

I, William T. Christopher, President & CEO of Lawrence & Memorial Hospital  
being duly sworn, depose and state that the information provided in this CON Letter of  
Intent/Waiver Form (2030) is true and accurate to the best of my knowledge, and that  
Lawrence & Memorial Hospital complies with the appropriate and applicable criteria as  
set forth in the Sections 19a-630, 19a-637, 19a-638, 19a-639, 19a-486 and/or 4-181 of the  
Connecticut General Statutes.

Signature

Date

Subscribed and sworn to before me on July 15, 2005

Margaret L. Trakas  
Notary Public/Commissioner of Superior Court

My commission expires: Nov. 30, 2006

**MARGARET L. TRAKAS**  
**NOTARY PUBLIC**  
MY COMMISSION EXPIRES NOV. 30, 2005

## Project Type Listing

Please indicate the number or numbers of types of projects that apply to your request on the line provided on the Letter of Intent Form (Section II, page 2).

### Inpatient

1. Cardiac Services
2. Hospice
3. Maternity
4. Med/ Surg.
5. Pediatrics
6. Rehabilitation Services
7. Transplantation Programs
8. Trauma Centers
9. Behavioral Health (Psychiatric and Substance Abuse Services)
10. Other Inpatient

### Outpatient

11. Ambulatory Surgery Center
12. Birthing Centers
13. Oncology Services
14. Outpatient Rehabilitation Services
15. Paramedics Services
16. Primary Care Clinics
17. Urgent Care Units
18. Behavioral Health (Psychiatric and Substance Abuse Services)
19. MRI
20. CT Scanner
21. PET Scanner
22. Other Imaging Services
23. Lithotripsy
24. Mobile Services
25. Other Outpatient
26. Central Services Facility

### Non-Clinical

27. Facility Development
28. Non-Medical Equipment
29. Land and Building Acquisitions
30. Organizational Structure (Mergers, Acquisitions, Affiliations, and Changes in Ownership)
31. Renovations
32. Other Non-Clinical



#### SECTION IV. PROJECT DESCRIPTION

Proposal to replace five analog film mammography machines with digital mammography units at Lawrence & Memorial Hospital.

This is a proposal to replace five analog film mammography machines with digital mammography units at Lawrence & Memorial Hospital. Two analog machines will be replaced at the L&M main campus at 365 Montauk Avenue, New London; two analog units will be replaced at the satellite Pequot Health Center, 52 Hazelnut Hill Road, Groton; and one analog unit will be replaced at the satellite Flanders Health Center, 339 Flanders Road, East Lyme, CT.

Currently, Lawrence & Memorial Hospital and its satellites perform an aggregate approximately 19,000 annual mammography exams.

The advantages of digital mammography include electronic image processing, ability to image a wide range of transmitted x-ray intensities, digital archival, and electronic transmission of image information.

The primary service area consists of the towns of East Lyme, Groton, Ledyard, Lyme, Montville, New London, North Stonington, Old Lyme, Stonington, and Waterford. The Connecticut secondary service area consists of the towns of Bozrah, Colchester, Franklin, Griswold, Lisbon, Norwich, Old Saybrook, Preston, Salem, and Voluntown. The Rhode Island secondary market service area consists of the towns of Westerly and Hopkinton.

Existing providers of mammography service in L&M's service area include Backus, Middlesex and Westerly, RI hospitals along with a number of physician office based providers. Inasmuch as Lawrence & Memorial intends to service its historical volume, replacement of its film mammography units will have no impact on existing providers.

Payors for digital mammography will reflect Lawrence & Memorial's current payer mix.

The total capital expenditure for the proposed replacement of five analog machines with digital mammography units is \$2,233,880.

**PLEASE REFER TO THIS NUMBER ON  
ALL CORRESPONDENCES AND ORDERS**

Quote #: 38226

Buying Group: NONE

Status : Done

**TO:** Lawrence & Memorial Hospital  
365 Montauk Ave.  
New London, CT 06320

We are pleased to offer you the products listed on the condition that this Quotation and the attached terms comprise the complete and exclusive statement of the contract between us. This Quotation and the attached terms supersede all other quotations, agreements, understandings, warranties and representations, whether written or oral, between us, and may be accepted only in accord with their terms. This offer will remain open for 45 days after the quotation date unless otherwise specified, and is subject to change or withdrawal by Hologic prior to acceptance. To accept, please sign below within the time period for acceptance.

PO's should be made out and mailed to:

LORAD, A Hologic Company

36 Apple Ridge Road

Danbury, CT 06810

ATTN: Sales Administration

ATTN: Ms. Pauline Rocha Phone: (860)447-1949

Fax: (860)444-3731

Quote Date	Hologic Representative	Payment Terms	FOB	Est. Del. Date
Jun 13, 2005	Tom Ferentini	0-80-20	FACTORY, NO CHARGE	30-45 Days ARO
Qty	Product Model Number and Description	List Price (US \$/Unit)	Unit Price (US \$/Unit)	Extended Price (US \$)
5	<b>SELENIA BASE SYSTEM - SELENIA BASE SYSTEM</b>  Acquisition Gantry Constant Potential High Frequency Generator kV Range - 20 kVp to 39 kVp mAs Range - 3 mAs to 400 mAs  X-Ray Tube - Molybdenum Bi-Angular, High Speed Filtration - Mo and Rh Filters Focal Spot Sizes - 0.1mm (Small) and 0.3 mm (Large) +1950 to -1500 C-arm Rotation  Dual Compression Mechanism Dual Function Footswitches (2)	\$475,000.00	\$315,000.00	\$1,575,000.00

## Compression Paddles

24 x 30 cm FAST Paddle

## Smart Paddle System

18 x 24 cm FAST Paddle

7.5 cm Spot Contact Paddle

10 cm Contact Paddle

Small Breast Paddle

Frameless Spot Paddle

## Magnification Package

## Magnification Platform

7.5 cm Spot Magnification Paddle

10 cm Magnification Paddle

## Digital Image Receptor

Amorphous Selenium TFT Detector

LORAD HTC Anti-scatter Grid

Grid AutoRetractor Mechanism for

Geometric Magnification Views

24 x 29 cm Effective Imaging Area

2560 X 3328 and 3328 x 4096 Image

Matrix Sizes

70  $\mu$ m Pixel Size

>7 lp/mm Limiting Spatial Resolution

MFT @ Nyquist Frequency >0.40

DQE at 0 cycles/mm > 50%

200 – 300 Ambient Operating

Temperature

## Acquisition Station

Small Footprint Design

UNIX Based Platform, Sun Solaris 8

Operating System

3 GB Memory

80 GB Hard Drive

Temporary Storage for 3,500 Images

CDRW For Temporary Image Archiving

In DICOM Part 10 Format

High Brightness 20" Flat Panel Display

Keyboard, Trackball and Bar Code

Reader

Ethernet 10/100 Base T Connection

DICOM Services (Print, Store,

Query/Retrieve, Scheduled Workflow

and Patient Information Reconciliation)

Image Acquisition Software

Operator's and Service Package

Operator's Manual

	<p>Service Manual QC Manual Quick Reference Guide</p> <p>3 days of Applications training for 4-6 techs is included.</p> <p>Warranty Standard One-Year Parts and Labor Warranty 2 year pro-rated Manufacturers Warranty on X-Ray Tube Available M-F 8am to 5pm local time except holidays</p>			
2	<p><b>MF2000H</b> - Second Digital Port Connection for ImageChecker D</p> <p>Additional Digital Port Activation allows the ImageChecker D processors to receive digital images from a second LORAD Selenia FFDM system in the form of DICOM MG FOR PROCESSING objects and analyze them using the Patented R2 CAD Algorithm. The CAD findings are transferred to the radiologist reviewing station as DICOM CAD SR objects. The CAD findings are then overlaid on the Selenia FFDM images as part of the reviewing workflow. CAD findings can also be presented in a paper report (sold separately).</p> <p>System Includes: ·2nd Port Connection and Software License enabling CAD for second LORAD Selenia FFDM system on ImageChecker D processors</p> <p>System Inputs: ·Selenia FFDM DICOM MG FOR PROCESSING images</p> <p>System Outputs: ·DICOM MG CAD SR Output(s) to Review Workstations and Archives ·DICOM MG CAD SC Output(s) to Review Workstations and Archives—Universal</p>	<p>\$100,000.00</p> <p><i>for 2nd machine @ 2 sites</i></p>	\$60,000.00	\$120,000.00

	<p>·Paper Output of R2 CAD results on Laser Printer (optional)</p> <p>System Requirements:</p> <p>·ImageChecker D: no other requirements to add 2nd Digital Port Connection to MF 1000H.</p>			
3	<p><b>R2 ImageChecker D Digital (MF1000H) -</b> First Digital Port Connection for ImageChecker D</p> <p>LORAD Selenia FFDM images are received by the CAD processor in the form of DICOM MG FOR PROCESSING objects and analyzed by the Patented R2 CAD Algorithm. The CAD findings are transferred to the radiologist reviewing station as DICOM CAD SR objects. The CAD findings are then overlaid on the LORAD Selenia FFDM images as part of the reviewing workflow. CAD findings can also be presented in a paper report (sold separately). The ImageChecker D processor can process up to 30 studies per hour, assuming 4 images per study.</p> <p>System Includes:</p> <p>·R2 CAD Processor with R2's Patented CAD Algorithm</p> <p>·1st Port Connection and Software License enabling CAD for a single LORAD Selenia FFDM system</p> <p>System Inputs:</p> <p>·LORAD Selenia FFDM DICOM MG FOR PROCESSING images</p> <p>System Outputs:</p> <p>·DICOM MG CAD SR Output(s) to Review Workstations and Archives</p> <p>·DICOM MG CAD SC Output(s) to Review Workstations and Archives—Universal</p> <p>·Paper Output of R2 CAD results on Laser Printer (optional)</p> <p>System Options:</p> <p>·Digital Port Connection for Second LORAD Selenia FFDM system (Cat Number: MF2000H)</p>	<p>\$110,000.00</p> <p><i>Primary from 3 sites LHM PHC ? FIX/OS</i></p>	\$65,000.00	\$195,000.00

	·Digital Port Connection for Third LORAD Selenia FFDM (Cat Number: MF3000H)·Digital Port Connection for Fourth LORAD Selenia FFDM (Cat Number: MF4000H)·Laser Printer for generating Paper Reports with R2 CAD results (Cat Number: MD1010)			
2	<b>SecurView(DX) Client System (SV-00002) - SecurView(DX) Client System</b>  System Specifications:  High End Workstation High End, Dual Processor Windows Based System (3.0GHz or higher) 3GB High Speed RAM 420GB SCSI-320 High Speed Hard Disc Space in RAID-0 Configuration 10/100/1000 Base T Ethernet Network Interface  Attached Devises Mouse Keyboard Dedicated Workflow Keypad Designed for Mammography Applications High Accuracy Calibration Photometer Power UPS  Display Hardware Dual CRT Displays at 2K x 2.5K Each (Can be replaced with LCD Option) High End 10-bit Medical Grade Display Cards  Software Windows 2000 Operation System Dedicated Mammography Based Reviewing Software (User Specific Hanging Protocols, Workflow, etc) Integrated CAD Display (Licensing may be required) Automated Monitor QC Software DICOM Connectivity (Print, Storage, CAD SR Objects, Software Presentation State Objects) Serial Port Synchronization Interface (MRS, PenRad, MagView, Confirma, etc.)	\$128,000.00  <i>2 Drs Workstation ACC ? PHC</i>	\$70,000.00	\$140,000.00

	<p>Manuals User Guide</p> <p>Training 2 days Applications Training for 4 doctors &amp; 2 techs included</p> <p>System Requirements The SecurViewDX Client requires the SecurViewDX Manager</p>			
1	<p><b>SecurView(DX) Manager (SV-00003) -</b> SecurView(DX) Manager</p> <p>System Specifications</p> <p>High End Workstation High End, Dual Processor Windows Based System (3.0GHz or higher) 3GB High Speed RAM 420GB SCSI-320 High Speed Hard Disc Space in RAID-0 Configuration 10/100/1000 Base T Ethernet Network Interface</p> <p>Display Hardware 21.3-inch Flat Panel Color Monitor</p> <p>Attached Devices Mouse Keyboard Power UPS</p> <p>Software Windows 2000 Operation System Dedicated Mammography Based Controlling Software DICOM Connectivity (Print, Storage, CAD SR Objects, Software Presentation State Objects)</p> <p>Manuals User Guide</p> <p>NOTE: The SecurView(DX) Manager includes free SecurView(DX) upgrades for each existing Selenia SCW that has a list price value of \$15,000.</p> <p>System Requirements The SecurViewDX Manager works</p>	<p>\$48,000.00</p> <p>HUB manages 2 clients</p>	\$40,000.00	\$40,000.00

	with up to four SecurViewDX Clients, depending on workload			
2	<b>SecurView(RT) Stand Alone System (SV-00004) - SecurView(RT) Review Workstation (Stand Alone System)</b>  System Specifications  Workstation High End, Dual Processor Windows Based System (3.0GHz or higher) 3GB High Speed RAM 420GB SCSI-320 High Speed Hard Disc Space in RAID-0 Configuration 10/100/1000 Base T Ethernet Network Interface  Display Hardware Single 3MP LCD Display High End Medical Grade Display Card Attached Devices Mouse Keyboard High Accuracy Calibration Photometer Power UPS  Software Windows 2000 Operation System Dedicated Mammography Based Reviewing Software For The Technologist Integrated CAD Display (Licensing may be required) Automated Monitor QC Software DICOM Connectivity (Print, Storage, CAD SR Objects, Software Presentation State Objects) Serial Port Synchronization Interface (MRS, PenRad, MagView, Confirma, etc.)  Manuals User Guide  Training 2 days Applications 4 to 6 techs  Availability:  If the SecurView(RT) Workstation	\$70,000.00  Tech work station  Print store retrieval  ACCT/HIC	\$60,000.00	\$120,000.00



	option is not available when the rest of the Products are delivered, it will be invoiced and delivered separately when it becomes available. The Products will not be deemed to be incomplete or non-conforming based on such unavailability, and Buyer will only be invoiced for the Products as delivered and installed. Buyer may cancel the option without penalty until Hologic notifies Buyer that it has been shipped.			
<b>Equipment Total:</b>				\$2,190,000.00
4 yrs.	SELENIA BASE SYSTEM-PLATINUM SERVICE PREPAID	\$42,000.00	\$32,130.00	\$128,520.00
4 yrs.	SELENIA BASE SYSTEM-PLATINUM SERVICE PREPAID	\$42,000.00	\$32,130.00	\$128,520.00
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4 yrs.	SELENIA BASE SYSTEM-PLATINUM SERVICE PREPAID	\$42,000.00	\$32,130.00	\$128,520.00
4 yrs.	MF2000H-PLATINUM SERVICE PREPAID	\$2,000.00	\$1,530.00	\$6,120.00
4 yrs.	MF2000H-PLATINUM SERVICE PREPAID	\$2,000.00	\$1,530.00	\$6,120.00
4 yrs.	R2 IMAGECHECKER D DIGITAL (MF1000H)-PLATINUM SERVICE PREPAID	\$10,000.00	\$7,650.00	\$30,600.00
4 yrs.	R2 IMAGECHECKER D DIGITAL (MF1000H)-PLATINUM SERVICE PREPAID	\$10,000.00	\$7,650.00	\$30,600.00
4 yrs.	R2 IMAGECHECKER D DIGITAL (MF1000H)-PLATINUM SERVICE PREPAID	\$10,000.00	\$7,650.00	\$30,600.00
4 yrs.	SECURVIEW(RT) STAND ALONE SYSTEM (SV-00004)-PLATINUM SERVICE PREPAID	\$7,500.00	\$5,737.50	\$22,950.00
4 yrs.	SECURVIEW(RT) STAND ALONE SYSTEM (SV-00004)-PLATINUM SERVICE PREPAID	\$7,500.00	\$5,737.50	\$22,950.00
<b>Service Total:</b>				\$792,540.00
<b>List Price Total:</b>				\$4,385,000.00
<b>Collaborative Discount:</b>				(\$1,402,460.00)
<b>Final Quote Price:</b>				<b>\$2,982,540.00</b>

**Notes:**

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1. Please note pricing on this quote reflects a multiple unit purchase.
2. Please refer to your PO 0181254. An additional trade-in allowance of \$65,400.00 will be deducted from total package price quoted above if purchased by December 30, 2005. Trade-in allowance is for the M-IV purchased on 05/24/04.

8012 OF 81,750.00

3. If this total package is purchased a Discovery C with Report Writer can be purchased for an additional \$50,000.00 (Quote # 38229).

Hologic pays freight.

Hologic is required by law to collect all state and local taxes on all sales. If an exemption certificate is not provided by customer at time of order, final invoices will include these amounts. Many states require both specific operator qualifications and/or licensing and registration of x-ray devices. Hologic is not responsible for fulfilling customer's regulatory obligations.

You may be eligible to lease 100% of the proposed equipment on a five-year basis, subject to current rates and credit approval. Contact your local sales agent for details or call John Wynne, Lease/Financing Manager for Hologic at 781-999-7745.

**Estimated Optional Lease Pricing Available:**

Qty	Product	Monthly Payment (60 months)
5	SELENIA BASE SYSTEM - SELENIA BASE SYSTEM	Equipment & Options: \$43,364.62
		With Service
		Contract: \$59,057.87

Assuming you are eligible to lease 100% of the proposed equipment on a five-year basis, these figures are your estimated monthly payments, subject to current rate and credit approval. Contact your local sales agent or call John Wynn, Lease/Financing Manager for Hologic, at 781-999-7432.

**Mammography Service Plans Available:****Platinum Plus  
Service (Selenia  
only)**

- Telephone diagnostic and repair support 24 hrs/day, 365 days/year
- Hologic on-site assistance available 24 hrs/day, 7 days/week.
- Two Preventive Maintenance inspections per year done during normal business hours. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- Software updates commercially available during the coverage term, with installation during Normal business hours are included. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- All replacement parts (including glassware (xray tube) and array detector). Plastics excluded.
- ACR Compliance.

- **OPTION:** Plastics Coverage available for an additional \$500 per year. Provides replacement for all paddle plastics broken during the contract coverage term. Multi-year Contracts sold with this option will also receive 5 free plastics each year on the start date of the Contract.

### **Platinum Service**

- Telephone diagnostic and repair support 24 hrs/day, 365 days/year.
- All Labor & Travel coverage Monday through Friday, 8:00 a.m. to 5:00 p.m., local time, exclusive of Hologic holidays.
- Emergency coverage 5 p.m. to 9 p.m., local time, when call is received by 2:00p.m.
- Two Preventive Maintenance inspections per year done during normal business hours. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- Software updates commercially available during the coverage term, with installation during normal business hours, are included. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- All replacement parts (including glassware (xray tube) and array detector if applicable). Plastics excluded.
- ACR Compliance on M4, Affinity, Selenia and Multicare/DSM Products.
- **OPTION:** Platinum Plus Service Plastics Coverage also available with Platinum Service (see above).
- **OPTION:** Emergency on-site Saturday coverage is available for an additional \$3,000 per year. **COVERAGE IS FOR DOWN SYSTEMS ONLY.**

### **Gold Service**

- Telephone diagnostic and repair support 24 hrs/day, 365 days/year.
- All Labor & Travel coverage Monday through Friday, 8:00 a.m. to 5:00 p.m., local time, exclusive of Hologic holidays.
- Two Preventive Maintenance inspections per year done during normal business hours. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- Software updates commercially available during the coverage term, with installation during normal business hours, are included. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- All replacement parts (including glassware (xray tube) and array detector if applicable). Plastics excluded.
- ACR Compliance on M4, Affinity and Multicare/DSM Products.
- Not available for Selenia systems.
- **OPTION:** Plastics Coverage available for an additional \$500 per year. Provides replacement for all paddle plastics broken during the contract coverage term. Multi-year Contracts sold with this option will also receive 5 free plastics each year on the start date of the Contract.

### **Silver Service**

- Telephone diagnostic and repair support 24 hrs/day, 365 days/year.
- All Labor & Travel coverage Monday through Friday, 8:00 a.m. to 5:00 p.m., exclusive of Hologic holidays.
- Two Preventive Maintenance inspections per year done during normal business hours. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- Software updates commercially available during the coverage term, with installation during normal business hours, are included. Normal business hours Monday-Friday 8 a.m. to 5 p.m.
- All parts, labor (excluding Glassware (x-ray tube and digital array

detector if applicable) and plastics) included

- ACR Compliance on M4, Affinity, Selenia and Multicare/DSM Products.
- Glassware when required will be discounted 25%.
- OPTION: Plastics Coverage available for an additional \$500 per year. Provides replacement for all paddle plastics broken during the contract coverage term. Multi-year Contracts sold with this option will also receive 5 free plastics each year on the start date of the Contract.

### **Bronze Service**

- Includes all labor and travel expenses during normal working hours needed to complete two Preventative Maintenance service visits (excluding parts). Scheduled two weeks in advance during normal business hours Monday-Friday 8 a.m. to 5 p.m.
- Any labor or parts necessary to bring the instrument to within LORAD specifications and/or ACR Compliance will be an additional charge at the current labor and parts rates.

### **Software and Telephone Service (Selenia Only)**

- Provides unlimited telephone support 24x7.
- Software updates commercially available during the coverage term are included, installation by Hologic is available at an additional hourly charge.

### **CAD Platinum Service (Parts & Labor)**

- Includes the following during the period of the contract:
- Telephone technical support 24x7/365 days a year.
- Remote servicing through modem.
- All replacement parts included.
- On-site labor during normal business hours, 8:00 AM – 9:00 PM; Monday – Friday local time (excluding holidays).
- Preventive maintenance visits as specified for individual system components in the R2 Service Manual.
- Software updates.
- Contract Exclusions: Belts and bulbs for display units and Consumables (bar code stickers & separator sheets).

Hologic is required by law to collect all state and local taxes on all sales. If an exemption certificate is not provided by customer at time of order, final invoices will include these amounts. Many states require both specific operator qualifications and/or licensing and registration of x-ray devices. Hologic is not responsible for fulfilling customer's regulatory obligations.

### **Buyer Acceptance:**

#### **Lawrence & Memorial Hospital**

By: \_\_\_\_\_ (signature)

Name and Title: \_\_\_\_\_ (print/type)

Date: \_\_\_\_\_

**Hologic Approval:**

Page 20 of 26

**LORAD, A HOLOGIC COMPANY 36 APPLE RIDGE  
ROAD DANBURY, CT 06810 TEL: 203-207-4500 FAX: 203-731-8463**

Terms And Conditions

**FUJIFILM MEDICAL SYSTEMS USA, INC.**

419 WEST AVENUE, SUITE 165

STAMFORD, CT 06902

203-324-2000 800-431-1850

Bill Hess

LAWRENCE &amp; MEMORIAL HOSPITAL

365 MONTAUK AVE.

NEW LONDON, CT 06320

Purchasing Group: NOVATION

Date: 6/13/2005

Quote #: 0360001200500189-1

Expires: 7/13/2005

PO:

SHIPVIA	REQDELIVER	FOB	TERMS
Best Way	06/13/2005	Stamford	20% down, 70% delivery; 10% installed

QTY	CATALOG	DESCRIPTION	NET PRICE
1	WDRIPIX40001DKP R	The DRYPIX 4000 Dry Laser Imager provides premium image quality in a compact footprint using the same dry laser technology as the flagship DRYPIX 7000. It is ideal for decentralized imaging even for fast high throughput modalities such as multi-slice CT or for small centralized imaging departments. The DRYPIX 4000 combines the performance, quality and networkability of the DRYPIX 7000 with the convenience and siting flexibility of compact size and 110-volt power. It features the following: * Premium image quality with high (50-micron) resolution printing and 3.6 maximum density for Full Field Digital Mammography without special film. Fujifilm Image Intelligence image processing for optimal gray scale reproduction and interpolation. * Outstanding speed, with boot-up from cold in just 15 minutes, first film available in just 85 seconds and throughput of 110 14x17 films per hour or 160 small size films per hour. * Network connectivity with built-in high-speed DICOM Print Server for fast communication with any DICOM Print compliant modality. * Exceptional efficiency with up to two film sizes on-line. Optional top-mounted 4-bin film sorter improves workflow around the imager and speeds delivery of films to the Radiologist without adding to the space required for installing the DRYPIX 4000. * Built to withstand the shocks of mobile imaging, the DRYPIX 4000 is available with a mobile kit for installation in mobile imaging trucks. * This DRYPIX 4000 Dry Laser Imager Package includes the following: DRYPIX 4000 Dry Laser Imager main body Built-in DICOM Print Server One universal size film drawer 256 MB Frame Buffer Memory Power cord 110 volt, 3 meters Category 5 network cable, 10 feet Operation manual CD Service manual	\$37,000.00
1	WDP4000SORTER R	Optional top-mounted 4-bin film sorter for DRYPIX 4000, sorts films from up to four inputs into individual bins; increasing workflow efficiency around the imager and speeding film delivery to the radiologist without adding to the compact footprint of the DRYPIX 4000	\$2,400.00
1	WDPXFBM256MB	256 MB memory upgrade for DRYPIX 5000 / 7000, required for high-resolution (50 micron) imaging	\$480.00
1	WDP4000ADFDPR	Additional film drawer for use with DRYPIX 4000 can accomodate 14"x17", 14"x14", 10"x14", 10"x12" and 8"x10" films with built-in bar-code reader for Automatic Film Density Calibration.	\$4,000.00
1	SELENIA	Network Connection To HOLOGIC, SELENIA, FFDm.	\$0.00
<b>Sub-Totals for: Unassigned</b>			
Sub-Total Net Price:			\$43,880.00

Total System Net Price: \$43,880.00

OTHER ITEMS			
QTY	CATALOG	DESCRIPTION	NET PRICE
1	FREIGHT	Freight	\$0.00
<b>Sub-Totals for: Unassigned</b>			
Sub-Total Net Price:			\$0.00

Total Order Net Price: \$43,880.00

**FUJIFILM MEDICAL SYSTEMS USA, INC.**

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PO:

## NOTES:

1. All applicable sales/use taxes will be additional.
2. Terms: 20% down payment, 70% upon delivery; Balance due on installation completion. Installation to be scheduled upon receipt of delivery payment.
3. Warranty: Twelve months parts and labor during normal working hours.
4. A yearly service agreement for the equipment above (less certain accessories) is offered with the accompanying FMSU Service Agreement document.
5. Site preparation and interconnecting cables are the responsibility of the customer.
6. It is the customer's responsibility to schedule and pay for an OEM Service Engineer to be present at installation to configure each OEM modality to be connected to the Fuji print network.

Bill To:

**LAWRENCE & MEMORIAL HOSPITAL**

365 MONTAUK AVE.

NEW LONDON, CT 06320

Ship To:

Submitted By: Mary Ellen Egan

Customer Signature:

Approved By: Gerry Pyne

Title:

Date:

## STANDARD CONDITIONS OF SALE

Applicable To All Sales by FUJIFILM MEDICAL SYSTEMS USA, INC.  
Hereinafter Referred To As The Company.

1. This quotation is subject to withdrawal or changes upon notice at any time prior to acceptance of an order, and is valid for the length of time specified, all previous agreements relating to the subject matter hereof. Acceptance of this proposal is expressly limited to the terms and conditions contained herein and any additional or different terms or conditions contained in Buyer's order or response hereto shall be of no effect nor in any circumstances binding upon the Seller. Buyer will be deemed to have assented to all terms and conditions contained herein if any part of the described merchandise is accepted.
2. Prices stated herein shall be subject to adjustment to the Company's prices in effect at the time of shipment.
3. Shipping dates are approximate and are based upon prompt receipt of all necessary information. The company shall be liable for general, but not for special or consequential damages, caused by delay in delivery or failure to manufacture, when due to its fault or negligence. The Company shall not be liable for delays in delivery, or failure to manufacture, due to cause beyond its reasonable control, such as acts of God, acts of the Buyer, acts of civil or military authority, priorities, fires, strikes, floods, epidemics, quarantine restrictions, war, riot, delays in transportation, car shortage and inability due to causes beyond its reasonable control to obtain necessary labor, materials, components, manufacturing facilities, or any other commercial impracticability. In the event of any such delay, the date of delivery shall be extended for a period equal to the time lost by reason of the delay. In the event of a product shortage, the Company shall have the right to allocate its available products among its customers in such a manner as the Company may consider equitable.
4. If the financial condition of the Buyer at any time is such as to give the Company, in its judgment, reasonable grounds for insecurity concerning the Buyer's ability to perform his obligations under this contract, the Company may require full or partial payment in advance and suspend any further deliveries (or continuance of the work to be performed by the Company) until such payment has been received. Failure to furnish such payment within 10 days of demand by the Company shall constitute a repudiation of the contract and in such event the Company shall be entitled to receive reimbursement for its reasonable and proper cancellation charges. Payment shall become due in accordance with the payment terms on the face hereof. All deferred payment plans (notes or otherwise) must be accompanied by a suitable security agreement acceptable to the Company. If the Buyer delays shipments, such payment shall become due from the date when the Company is prepared to make shipment. If the Buyer delays manufacture, payment shall be made based on the contract price and the percentage of completion. Equipment held for the Buyer shall be at the risk and expense of the Buyer.
5. The Buyer shall assume all transportation charges from the F.O.B. point shown on the face hereof. Nevertheless, until installation of the apparatus sold hereunder or pro-rata payments received for apparatus shipped, title thereto, the right of possession and the risk of loss (except loss caused by the negligence of the Buyer) shall remain with the Company and such apparatus shall remain personal property. Upon either installation, or upon shipment and receipt of pro-rata payments,

whichever occurs first, title pro tanto and risk of loss shall pass to the Buyer, but the Company shall retain a security title and the right to possession and the apparatus shall remain personal property until all payments hereunder (including deferred payments whether evidenced by note or otherwise) shall have been made in full in cash. The Buyer agrees to do all acts necessary to perfect and maintain such title and right in the Company.

6. The Company's prices do not include sales, use, excise or similar taxes. Consequently, in addition to the prices specified herein, the amount of any present future or sales, use, excise or other similar tax applicable to the manufacture, sale, or use of the products hereunder, shall be paid by the Buyer as a part of said price, or in lieu thereof the Purchase shall provide the Company with a tax-exemption certificate acceptable to the taxing authorities.
7. Unless otherwise specified in writing, the Company will assemble the apparatus covered herein (with the exception of certain supply and accessory items such as light proof shades, tanks, cassette pass boxes, etc.) and will connect the same to the safety switches or electrical outlets to be provided and installed by the Buyer. If for any reason such as assembly of electrical connections, hereinafter referred to as the installation of the apparatus, are made by other than the Company's own employees, any additional charge for the cost of such outside labor must be borne by the Buyer. It is understood that proper electrical current for operation of the apparatus will be brought to the safety switches and outlets by the Buyer and the Buyer will supply all of the necessary conduits, wiring, Unistrut steel or similar support in the ceiling, plumbing, carpentry, construction work and rigging required for making the installation. It is further understood that should anything additional be required for making the installation, it shall be supplied by the Buyer at the Buyer's cost.
8. Where any part of the payment is dependent upon installation of the apparatus and installation is delayed for any reason for which the Company is not responsible, the 10th day from the date of delivery to the Buyer shall be considered as the day of completion of the installation and the terms of payment, and the warranty, shall apply as of that date.
9. The Company makes the following warranties with respect to x-ray and electro medical or NDT apparatus sold by it to the Buyer and no other warranties, except of title, shall be implied.
  - A) New apparatus shall be free from defects in material or workmanship for a period of twelve months from the date of original installation.
  - B) Used apparatus shall be in good operating condition at the date of installation and for a period of 60 days from such date.

New x-ray tubes and valve tubes, incorporated in or supplied with either new or used apparatus are not warranted hereunder but are covered by the Company's standard tube and kenotron warranty applicable thereto in effect on the date hereof. No warranties either expressed or implied shall apply to new or used glassware and batteries or used evacuate devices.

FUJIFILM Medical Systems

Page 1 of 2



If any defects in material or workmanship appears in a new apparatus or if any used apparatus fails to operate within the period of time specified above, the Buyer shall notify the Company immediately and the company shall thereupon correct the defect by repairing the defective part or by supplying a replacement therefore at the Company's expense. The conditions of any test shall be mutually agreed upon and the Company shall be notified of, and may be represented at, all tests that may be made. The liability of the Company, except as to title, arises out of the supplying of said apparatus, or its use, whether on warranty or otherwise, shall be limited to the correction of defects as aforesaid and upon the expiration of the respective warranty periods all such liability shall terminate. Any claim asserted under this warranty must be commenced within 12 months from the date of purchase. In no event shall the Company be liable for consequential or special damages. There are no warranties which extend beyond the foregoing on the face hereof and such warranties shall constitute sole and exclusive liability of the Company in connection with any product sold by the Company and is exclusive and in lieu of any other warranties, express, implied or statutory, including the warranty of merchantability, and all other obligations or liabilities, either in contract or in tort, of the Company. The Company neither assumes, nor authorizes any person to assume for it, any other obligation or liability in connection with any product sold by the Company. The Company does not warrant that the described merchandise is delivered free of the rightful claim of any third party by way of infringement, or the like. In no merchandise is delivered free of the rightful claim of any third party by way of infringement, or the like. In no event shall the Company be liable for specific or consequential damages, or for any delay in the performance of this warranty due to causes beyond its control. The foregoing shall constitute the sole remedy of the Buyer.

10. Imaging Plates are warranted to be free from defects in material or workmanship for a period of twelve months from date of original purchase. This warranty does not include physical damage such as scratches, gouges, pressure marks from heavy components, or defects caused by the introduction of foreign material or objects into the CR reader or CR cassettes.

11. Any introduction of unauthorized software to any CPU that makes up the product without express written permission may invalidate the warranty for this system. The Company reserves the right to make this determination at time of repair or correction. Any service calls during or after the aforementioned warranty period to correct or otherwise repair any issue related to this unauthorized software installation may be charged to the Buyer of said system at the sole discretion of the Company, at our prevailing service rates.
12. The Company shall defend any suit or proceeding brought against the Buyer so far as based on a claim that any product, or any parts thereof furnished under this quotation constitute an infringement of any patent of the United States, if notified promptly in writing and given authority, information and assistance (at the Company's expense) for the defense of same, and the Company shall pay all damages and costs awarded therein against the Buyer. In case said products, or any parts thereof, are in such suit held to constitute infringement and the use of said products or parts are enjoined, the Company shall, at its own expense and option, either procure for the Purchase or the right to continue using said products or parts; or replace the same with non-infringing products or parts; or modify it so it becomes non-infringing; or remove said products or parts and refund the purchase price and the transportation costs thereof. The foregoing states the entire liability of the Company for patent infringement by said product or any parts thereof.
13. This instrument constitutes the entire and only agreement between the parties hereto, and any representation, affirmation of fact, and course of prior dealing promise or condition in connection therewith or usage or the trade not incorporated herein shall not be binding on either party. No waiver, alteration or modification of any of the provisions hereof shall be binding unless in writing and signed by the specifically authorized representative of the Company.

## Increased Department Efficiency and Revenue

### Lowest Cost of Ownership

## Enhanced Diagnostic Capabilities

Difference

The Fujifilm ECO-DRY System is environmentally friendly from film manufacturing to film processing. Our new liquid-coating technology eliminates the need for harmful organic solvents in the thermal development processing of Fujifilm Medical Dry Imaging Films such as DI-HL. These films use unique aqueous solvents that are free from unpleasant odors and environmentally harmful effects. And with Fujifilm, you can be kind to the environment without sacrificing quality.

10° x 12° and 8° x 10° sizes.



**laser exposure thermal development system**  
**Fuji Medical Dry Imaging Film DI-HL (Blue Base) / DI-HLc**  
**(Class B)**

Film loading:	Daylight film loading
Film drawers:	Up to 2 drawers*
Processing capacity:	110 films/hour (14" x 17"), 125 films/hour (14" x 14"), 160 films/hour (10" x 14"), 10" x 12", 8" x 10"

**Pixel size:**

**Image memory:**

*Optional sorter:*  
*Optional mobile kit*

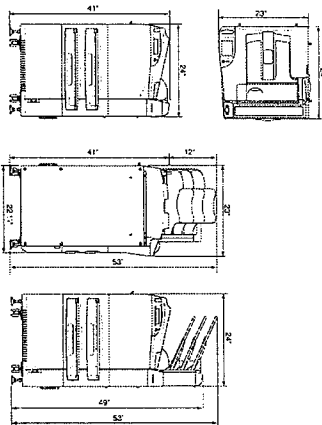
### Physical Characteristics:

**Weight:**

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Temperature

**Configurable based on user requirements.**  
**Note:** Specifications are subject to change without notice. Consult your Fujifilm representative for details of models and types.



## Corporate Headquarters

Stanford, CT 06902-6311  
203-724-7000

000-421-1000

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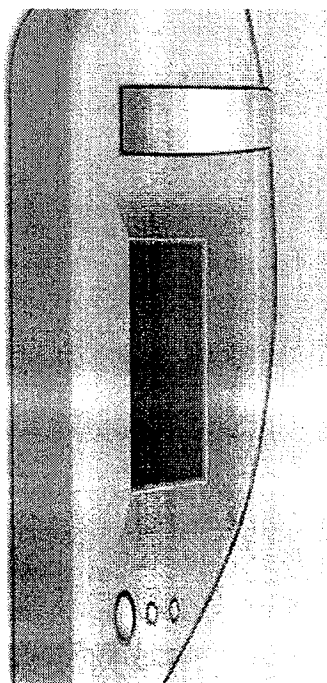
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Valencia CA 91355-1007

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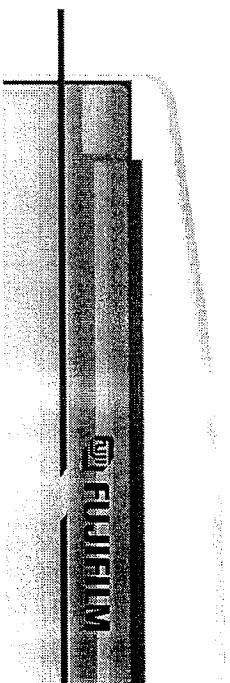
Roselle, IL 60172-2300  
630-582-2202

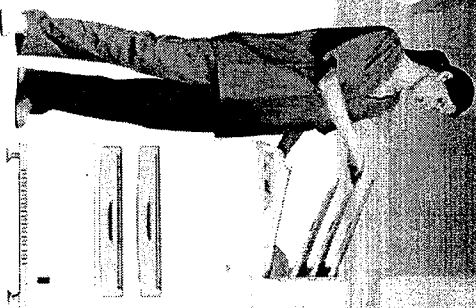
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**DRYPIX**  
4000

Fuji Medical Dry Laser Imager

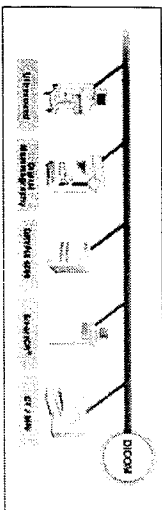




## Big on image quality. Small on size.

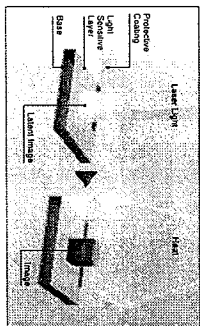
The DRYPIX™ 4000 is ideally proportioned for decentralized applications, small centralized imaging departments and anywhere you need exceptional image quality.

The DRYPIX 4000 brings big advantages to your department. We took the laser imaging technology from our flagship DRYPIX 7000 imager and reconfigured it to fit into the incredibly efficient and remarkably compact DRYPIX 4000. Its throughput, at 110 to 160 films per hour, is more than enough to meet the needs of today's high-speed modalities as well as small, centralized imaging departments. Its image quality, with 50-micron resolution and a 3.6 maximum density, also makes it ideal for Women's Health Centers with dedicated Full Field Digital Mammography systems. Its small footprint and standard 110-volt power supply mean the DRYPIX 4000 can be conveniently placed wherever you need it most. Take a look at Fuji's DRYPIX 4000. You'll see reliability, networkability and extraordinary imaging capabilities. All that, plus the lowest cost of ownership.



## The best of two technologies produces the single best image quality.

The DRYPIX 4000 uses a photo-thermographic process that is a combination of laser exposure and thermal development. First, the film is exposed to an ultra-precise laser, which is modulated according to the input data to form a latent image. Then the film is uniformly heated using Fuji's unique thermal development technology. This process is more precise than conventional drum technology and requires less maintenance. The result: you'll get better image quality and save on service calls.

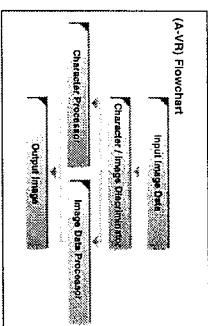


## Image intelligence – the smartest way to get the best image quality

The DRYPIX 4000 gets its extraordinary image quality from Fuji's Image Intelligence – a set of sophisticated digital image-processing software technologies.

## Advanced Variable Response (A-VR) Spline Interpolation

Fuji's A-VR interpolation algorithms magnify or reduce images to generate film in a variety of formats. A-VR automatically detects and distinguishes between image data and alphanumeric characters for clear, sharp demographics and images that are balanced for sharpness and noise.



## Smooth Curve Arranging (SAR)

With SAR, gray scale reproduction is optimized for each modality and may be customized for each radiologist's preference. Individual tables have also been developed in conjunction with diagnostic equipment manufacturers to assure the fidelity of the image output from a comprehensive range of imaging devices.

## Automatic Film Density Calibration (Auto FDC)

The DRYPIX 4000 fine-tunes itself. It prints a 24-step gray scale pattern and measures the densities of all 24 steps. Then the system automatically compares these densities with control values and makes adjustments. A bar code reader inside the film drawer initiates this process every time a new box of film is loaded.

## Mobile option for facilities on the move

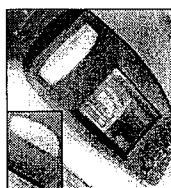
The DRYPIX 4000 is designed to withstand the shocks and environmental extremes often found in mobile imaging trucks. An optional mobile kit is available for this purpose.

## Status light

A large status light flashes green while the DRYPIX 4000 is warming up and changes to a steady green when ready to print. The light can also be programmed to shine or flash amber to indicate different error conditions.

## Easy to operate

Fuji's newly developed touch-screen uses icons to make the DRYPIX 4000 easier to use. Plus, everything from film loading to processing can be carried out in daylight conditions.



## Optional 4-bin film sorter and slim universal film drawers

The 4-bin sorter organizes films by modality, saving technologists valuable time and speeding the delivery of film to your radiologists. And since the sorter is mounted on the top of the imager, it doesn't add an inch to its compact footprint. The DRYPIX 4000 can be configured with up to 2 film drawers so the most cost-effective film is always available. These new, slim universal film drawers can accommodate 5 different film sizes.



## DICOM Print Server

The DRYPIX 4000 has a built-in, high-speed DICOM Print Server so connection is fast and error-free.

## DRYPIX LINK

Our DRYPIX LINK converts proprietary digital data so older, non-DICOM compliant FCR Readers can be connected to DICOM print networks. In addition, print jobs can be sent to multiple imagers with automatic fail-over if the primary imager is off-line.

## DICOM Box

This converts the output of non-DICOM modalities to DICOM format and sends DICOM Print data to the DRYPIX 4000 through the network. "All Options" DICOM boxes enhance network capability by adding DICOM Store and Worklist Management to older, non-DICOM modalities.

## DRYPIX Station

The DRYPIX Station provides instant security, efficiency and confidence. It ensures printing continuity in departments with more than one printer by automatically detecting when the primary printer is off-line and re-routing images to an active secondary imager. In addition, DRYPIX Station performs print job management, spooling and network security functions.

